



Call for Ideas

Estonia became a member of ESA in September 2015 and currently benefits from an Industrial Incentive Scheme (EIS) as part of the initial integration measures. In the initial years of the EIS, activities to develop the Estonian space industry were solicited via an open call. This approach has been replaced by the definition of roadmaps of activities, agreed by the Estonian-ESA Task Force, and implemented via standard ESA procurement.

In preparation for the next round of selection for the Roadmaps, the Estonian Space Office is gathering ideas directly from Estonian industry via this call for ideas. The ideas presented shall be in line with achieving the current objectives of ESA's Estonian Industry Incentive Scheme, the programmatic constraints of this call for ideas have therefore been derived to be in line with this.

The collected ideas will be presented for the consideration of the Estonian-ESA Task Force, alongside ideas gathered directly by ESA, at the end of January 2022 and the selected ideas will be implemented in the Roadmap during the course of that year. It is expected that a total of 3-5 ideas will be selected.

WHAT ARE WE LOOKING FOR?

1. Programmatic targets

The primary goal of any submitted idea shall be that the proposed activity forms a clear path to one or more of the following end results:

- Goal 1) Enabling long lasting, sustainable, Estonian return on ESA's mandatory programme;
- Goal 2) Preparing for a potential entering to ESA's Space Safety Program (S2P);
- Goal 3) Entry into the supply chain of a customer;
- Goal 4) Enabling a long lasting, sustainable space business for an Estonian company.

Note that, due to the limited number of ideas that will be selected, only 1 idea submission is allowed per entity.

2. Topics

All ideas submitted to this specific call shall adhere to one of the following topics:

Topic ID	Description	Programmatic Constraints
TID 1	Digital solutions for Space Situational Awareness (SSA), Space Surveillance and Tracking (SST) and Space Traffic Management (STM)	A clear path to a recurring and sustainable business case or cooperation with ESA or other European entities shall be demonstrated.
TID 2	Public and private sector applications relying on satellite data and artificial intelligence ('kratid' in Estonian)	A clear end customer must be involved and long term business plan demonstrated. Alignment with Estonian activities and policies shall be demonstrated. Co-funding recommended.
TID 3	Hardware or innovative technology for space segment related equipment	Min TRL 2 and clear path to recurring work with ESA (not relying on EIS funding) or customers. Preference will be given to optical equipment.

TID 4	Development of Independent Flight/critical software validation (ISVV) competences	A clear path to a recurring and sustainable business case shall be demonstrated. Inclusion of a potential end customer is needed.
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3. Price ranges

The indicative amount of the expected price of the activity for ESA should fit in one of the three price ranges:

- Up to 50,000 Euro
- 50,000 Euro to 100,000Euro
- 100,000 Euro to 200,000 Euro

Note: These ranges do not limit the total price of the activity, only the cost to ESA. **Co-funding by the proposing entity is strongly encouraged.** The proposer shall only indicate the range, the exact amount to be made available within the range will be decided by the Task Force.

HOW ARE THE IDEAS SELECTED?

ESA will provide a technical and programmatic review of each idea as inputs to the ESA-Estonia Task Force. The ESA-Estonia Task Force is a working group composed by ESA experts and members of the Estonian Space Office. The Task Force will then select the best ideas from all those presented to it taking into consideration at least; the potential for the fulfilment of the programmatic goals listed in section 1, the technical feasibility and quality of the idea, **the potential to introduce new entities to ESA, the value for money and the budgetary constraints of the EIIS.**

WHEN CAN YOU SUBMIT YOUR IDEA AND WHEN WILL YOU KNOW THE OUTCOME?

- September 13th, 2021: Call for ideas opens: <https://www.eas.ee/eiis2021/>
- September 23rd, 2021: Briefing from ESA and one-to-one consultations.
 - Event: <https://www.eas.ee/events/eiis2021/>
 - Consultation requests to kosmos@eas.ee
- November 1st, 2021: Deadline for idea submissions to kosmos@eas.ee
- February 2022: Successful ideas proponents are notified of selection

All ideas must be submitted in English using the idea submission form attached. Any idea forms not fully completed or not complying to the constraints of the form or those listed in this cover letter will be rejected.

WHAT HAPPENS IF YOUR IDEA IS SELECTED?

After selection of the roadmap activities by the ESA-Estonia Task Force, the ESO will inform each proposer whether their idea was selected or not and the anticipated timeline for those selected. If selected, an ESA technical officer will be placed in charge of practical implementation of your idea and it will follow the normal course of an ESA procurement. Based on your idea, the technical officer will write a Statement of Work and you will be invited to submit a full proposal according to the specific requirements. Your proposal will be evaluated by an ESA tender evaluation board. If successfully evaluated and negotiated, you will sign a contract with ESA.